

*years of "Serving the Blind..."*



# Thirty-Five Years of Progress

reviewed by

NIB'S CHAIRMAN AND PRESIDENT

It has been thirty-five years since the passage of the Wagner-O'Day Act and the birth of NIB. The Wagner-O'Day Act offered the Government as a customer to the workshops. During the intervening years, workshops for the blind have undergone drastic changes and made immense progress in offering industrial training and employment opportunities to the blind.

The passage of the Wagner-O'Day Act was a signal for the awakening of the workshops for the blind. The Act was a catalyst which enabled many of the workshops to develop from a type of cottage industry to the present efficient businesses, housed in modern factory buildings, where the highest standards are maintained in training and placing the blind in positions of gainful industrial employment.

In 1938, the products of the workshops were crudely manufactured brooms, mops, floor mats, and caned chairs. Through the years we have seen drastic changes. The "make-work" philosophy that prevailed in product selection has all but disappeared. Today the workshops maintain sophisticated automated production lines turning out a great diversity of quality products, including writing instruments, office supplies, paper products, metal stampings, plastics, and numerous subassemblies for industry.

Because wages paid in production have always been directly influenced by sales growth, it is appropriate to note that the total sales of all workshops for the blind thirty-five years ago were only \$2,300,000; Government sales the first year of the Wagner-O'Day Act were \$220,000.

From such modest figures, total workshop sales grew to \$65,275,000 in 1973, of which \$25,916,000 were sales to the Government.

As the workshops began to receive Government contracts in the early years of the Government program, they were stimulated to initiate and increase sales efforts directed at local consumer markets. Consequently, commercial sales of workshops have shown a consistent parallel growth with sales to the Federal Government during the last thirty-five years.

The Military Resale program was initiated in 1955. Workshop sales to the Military Resale stores have increased from \$260,000 in the first year to a record high of \$3,949,000 in 1973. The program continues to show good growth despite the decline of military personnel who are its customers.

We look with pride upon total wages of \$10,245,745 paid to the blind by the eighty-three associated workshops in 1973. In addition, 72 workshops reported \$1,427,000 were provided the blind in fringe benefits. The average hourly wage paid to the blind was \$1.83, and the number of blind employed increased to 4,760. By contrast, the blind earned wages of only \$330,000 thirty-five years ago when the Wagner-O'Day Act was passed.

It is important to note that the progress of workshops for the blind during the last thirty-five years was achieved during a period when an enlightened public was opening opportunities for the blind in the professions and industry. Consequently, it has been essential in recent years for the workshops to broaden their programs to provide increased evaluation, training, and employment to the more severely multihandicapped blind who previously had few, if any, opportunities for self-support. NIB's Rehabilitation Services Division has been very active in assisting the workshops to make this important transition.

The workshops placed 467 blind in outside competitive employment in 1973. This was a 100% increase over the previous year. While maintaining the required 75% blind participation in direct labor, the workshops also employed 932 other severely handicapped workers who were not blind.

We are pleased to report that during fiscal year 1973, which was a very good year for the workshops and NIB, the financial position of NIB continued to improve. All loans previously made to National Industries for the Blind by the associated workshops were repaid in full. The workshops will be provided complete financial reports of NIB when the annual audit for 1973 is complete.

This year marked the beginning of a formal program to solicit special project funds from foundations, corporations, and individuals. We received two grants totaling \$73,500. The first, a grant from The Seeing Eye, Inc., has underwritten a very important orientation program for board members of the workshops. Board members from seventy-one shops have participated, clearly demonstrating the need for such an educational program.

A grant from The Charles E. Merrill Trust will be used to initiate a pilot program which has been requested by many of the workshops to assist them in increasing their subcontract work with private industry. There is growing evidence that because of undercapitalization the smaller workshops may generate more employment opportunities from subcontract work than from Government contracts which usually require large capital outlays and are becoming increasingly more difficult to administer. Government contracts are best suited to the larger workshops which have larger technical staffs, more capital and facilities. This subcontract program will be organized after consultation between management of NIB and the workshops.

During 1973, NIB's demonstration workshop, Royal Maid, Inc., located in Hazlehurst, Mississippi, completed its five-year expansion and modernization program. The workshop must now go through a period of stabilization, concentrating on economy and efficiency in its operations. Sales of wood handles and metal and plastic components to other workshops continue to grow and now exceed \$1,000,000 annually.

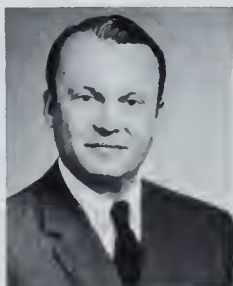
We anticipate an intensification of many of the problems that disrupted our business operations during 1973. Inflation, shortages of materials, price controls, escalating interest costs, and unpredictable Government purchasing will create many situations which must be coped with as the workshops and NIB move forward in offering improved training and industrial employment opportunities for the multihandicapped blind. Despite such problems, NIB enters the year with cautious optimism.

The Board pledges the total support of NIB to the workshops, their employees, and the Committee for Purchase of Products and Services of the Blind and Other Severely Handicapped.

*Thor W. Kolle, Jr.*  
THOR W. KOLLE, JR.  
chairman



*Abram Claude, Jr.*  
ABRAM CLAUDE, JR.  
president/treasurer



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\* Denotes Member of the Executive Committee

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VICE PRESIDENT-GOVERNMENT MARKETING ..... John W. Hanger  
SALES MANAGER-CONSUMER SALES ..... R. T. (Deacon) Millard  
DIRECTOR OF REHABILITATION SERVICES ..... Harold Richterman  
VICE PRESIDENT-FINANCE ..... George J. Mertz  
AUDITORS. .... Peat, Marwick, Mitchell & Company Newark, New Jersey





Outmoded hand assembly of brooms thirty-five years ago in Seattle workshop



Modern machine shop, Seattle, Washington, performing on subcontract for Boeing

# Thirty-Five Years of Progress 1938-1973

*In 1938, the Wagner-O'Day Act was passed and NIB was established to offer the Government as a customer to the workshops for the blind.*

## THIRTY-FIVE YEARS OF GROWTH IN SALES AND WAGES TO THE BLIND

YEAR	Government Sales	Commercial Sales	Total Sales	Wages Paid to the Blind
1939	221,251	2,100,797	2,322,048	333,000
1945	8,388,661	5,475,771	13,864,432	2,157,848
1952	10,960,817	9,223,262	20,184,079	3,728,332
1959	9,244,891	15,009,992	24,254,883	5,108,834
1966	22,068,715	21,470,927	43,539,642	7,739,420
1973	29,865,935	35,409,602	65,275,537	10,245,745

# Thirty-Five Years of Progress 1938-1973

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*The Seattle workshop, typical of most of today's family of workshops for the blind, originally operated out of two small shops functioning at different locations. Unification builds strength . . . and today's workshops are large, modern plants that house up-to-date, efficient equipment suited to operation by internally trained blind workers. Thirty-five years of learning, building, and development have put blind labor in the competitive market.*



Building in which Seattle workshop was housed years ago



Modern factory building, Seattle Lighthouse





Mississippi Industries for the Blind, Jackson, Mississippi



Industries for the Blind, Morristown, Tennessee



Maryland Workshop for the Blind, Salisbury, Maryland

Industries for the Blind, Milwaukee, Wisconsin

## MODERN WORKSHOPS SERVE INDUSTRY

### BRINGING INDUSTRY TO THE BLIND

With skilled blind labor, competent management with production experience, modern facilities, and automatic equipment, workshops for the blind associated with NIB are performing an increasing variety of light manufacturing and assembly contracts for private industry.

If a private industrial organization wishes, it can contract directly with NIB as the prime contractor. The contract could be carried out in as many strategically located workshops as are required for on-time completion and efficient distribution.





Lighthouse Industries 5 and 6 Story Adjoining Manufacturing Plant and Trucks, Long Island City, N.Y.  
Lighthouse Industries/The New York Association for the Blind



Blind workers in Maryland workshop assemble cash drawers for National Cash Register Company.

### SHORT CUTS TO SAVINGS

By subcontracting his end product operations to NIB workshops in cities chosen for their accessibility and close proximity to markets, the manufacturer gets his work accomplished with efficiency and economy.

In shipping his components to nearby workshops for assembly and packaging, freight costs are held to a minimum, warehousing expenses are eliminated, and the finished product can move directly from workshop to market.

Almost every "bridging connector" used to splice telephone and other communication wires after storms has been made by blind workers for the past decade.

Cincinnati Workshop employees handling subcontract work for a prominent national cosmetic firm.







## MODERN WORKSHOPS SERVE INDUSTRY

### MANAGEMENT SERVICES

The staff of NIB can assist workshops in purchasing components; its industrial and manufacturing engineers are qualified to conduct time-motion studies, determine equipment requirements, and develop efficient plant layouts.

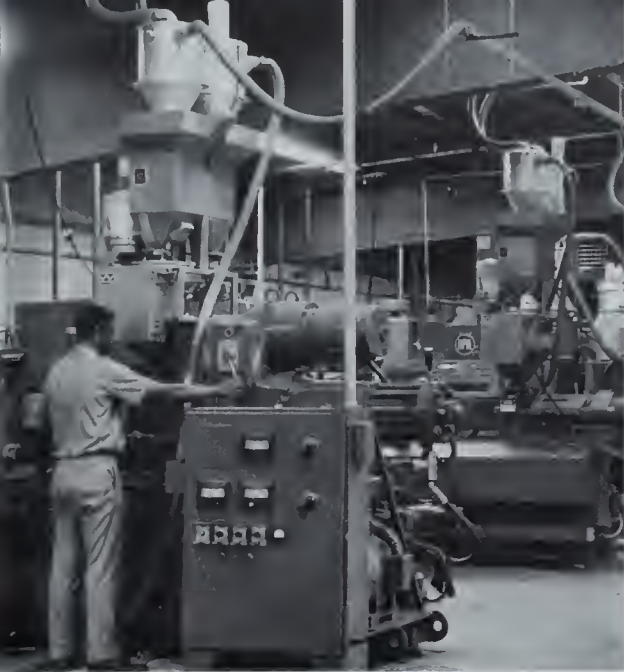
NIB's staff will be prepared to assume the responsibility of expediting the contract, supervise the quality control through its own quality assurance lab, as well as coordinate the performance of the workshops involved.

### MAJOR CORPORATIONS UTILIZING WORKSHOPS AS SUBCONTRACTORS:

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IBM  
PROCTOR & GAMBLE  
BOEING AIRCRAFT COMPANY  
AMERICAN SUGAR REFINING  
SCHENLEY  
UNION CARBIDE  
NATIONAL DISTILLERS  
KAISER  
GENERAL ELECTRIC  
PACIFIC CAR AND FOUNDRY  
AMERICAN BROADCASTING COMPANY  
CELANESE CORPORATION  
GENERAL CABLE CORPORATION  
NATIONAL CASH REGISTER COMPANY

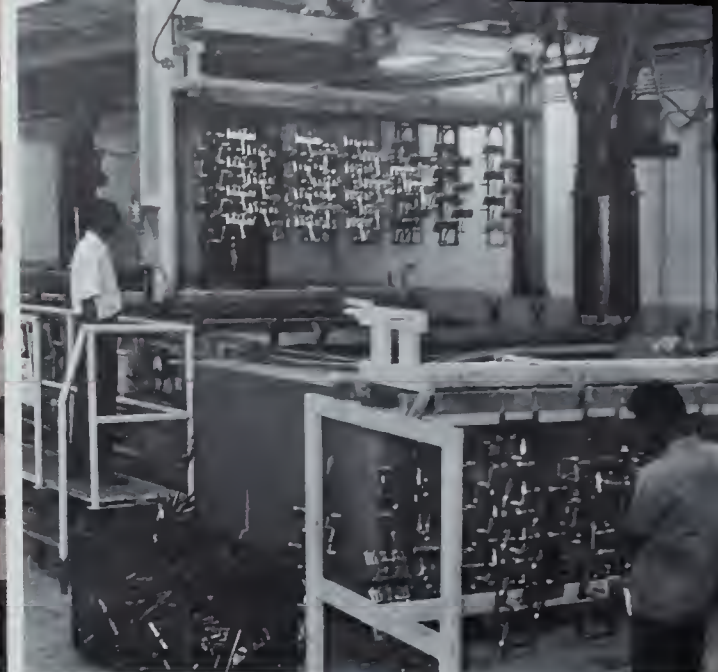




Plastic injection molding installation in Mississippi workshop for the blind

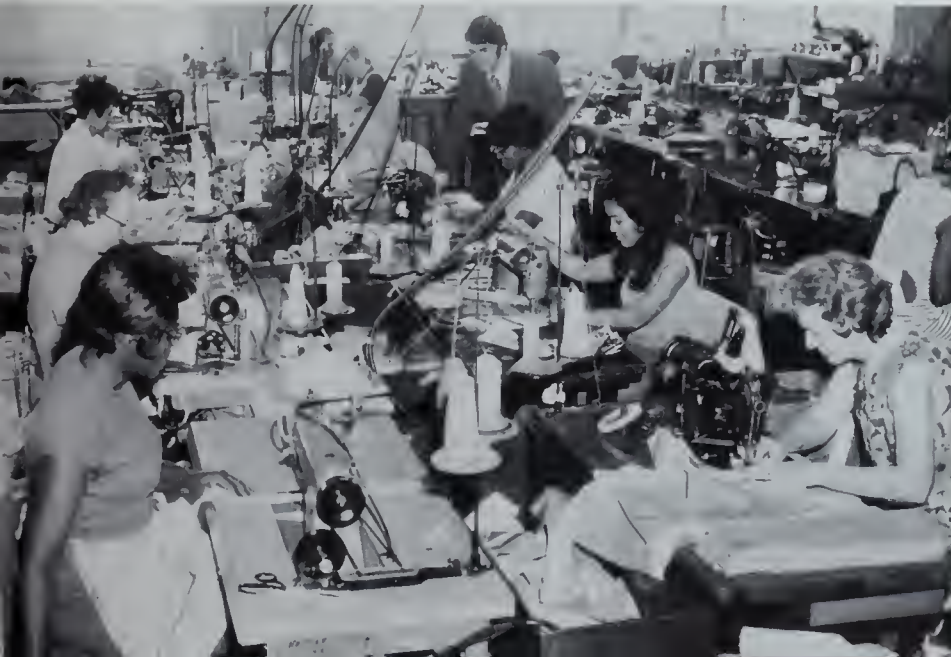


Manufacture of aluminum stepladders in industry for the blind



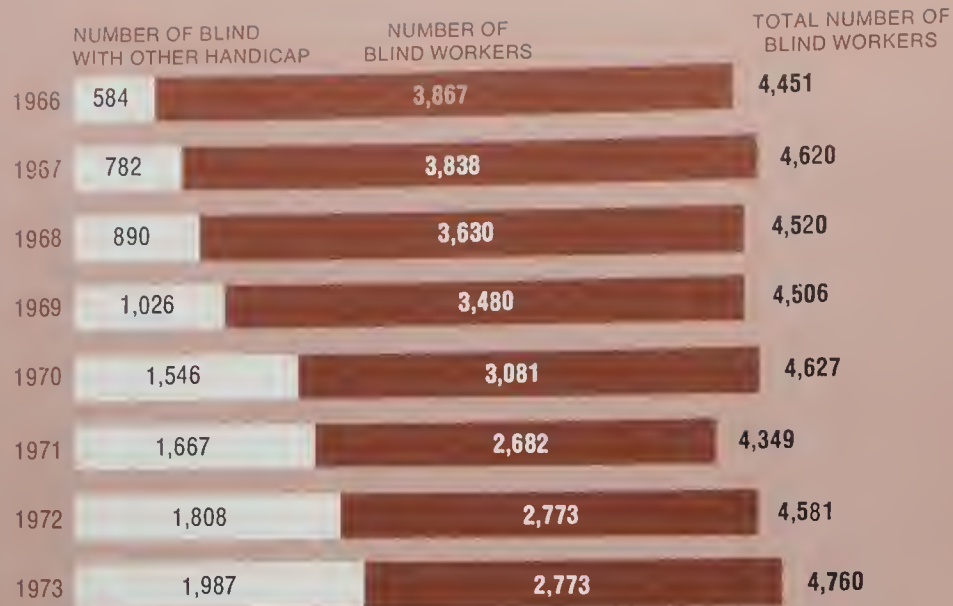
Computerized zinc plating department operated in workshop for the blind

Blind seamstresses produce reflective safety clothing in Columbia Lighthouse for the Blind, Washington, D. C.



Automated assembly of all-plastic broom in workshops for the blind





## BLIND EMPLOYMENT



blind employ

in NIB

associated work

earned

\$73,306,000

in the past eight





They made products that accounted for \$421,687,100 sales . . .



. . . in four marketing areas

YEAR	FEDERAL GOVERNMENT	MILITARY STORES	CONSUMER PRODUCTS	SUB CONTRACT	TOTALS
1966	\$19,264,655	\$2,804,060	\$18,278,849	\$3,192,078	\$43,539,642
1967	\$28,765,966	2,685,561	18,782,887	3,827,637	54,062,051
1968	\$22,367,449	3,285,307	20,290,538	3,393,991	49,337,285
1969	\$19,581,515	3,466,217	22,151,048	3,928,564	49,127,344
1970	\$23,006,781	3,142,546	25,546,770	4,272,109	55,968,206
1971	\$14,788,361	3,561,127	25,737,511	3,765,230	47,852,229
1972	\$20,687,430	3,845,658	27,030,718	4,961,086	56,524,892
1973	\$25,916,297	3,949,638	29,882,693	5,526,909	65,275,537

# MISSION OF NIB

The Wagner-O'Day Act, enacted by Congress in 1938 and amended in 1971, directs agencies of the Federal Government to purchase, under certain conditions, products and services from workshops for the blind and workshops for other severely handicapped persons. The law grants workshops for the blind first priority.

The Act authorizes a Presidentially-appointed Committee for the Purchase of Products and Services of the Blind and Other Severely Handicapped. The Committee is responsible for implementing the provisions of the Act as they affect all Government purchases of products and services.

National Industries for the Blind, a nonprofit corporation, has since 1938 been designated by the Committee for Purchase of Products and Services of the Blind and Other Severely Handicapped to allocate among qualified workshops for the blind, purchase orders of the Federal Government for certain approved goods and services.

In addition, NIB coordinates the production of eighty-three associated workshops for the blind in thirty-six states and researches new products. It devises quality control systems, maintains a component and product testing laboratory, provides engineering services to increase plant efficiency and broaden production opportunities for the blind, and assists the workshops in procurement of materials.

NIB's Division of Rehabilitation Services works closely with all workshops for the blind in establishing evaluation and training programs to make possible the greater employment of the multihandicapped blind.

Over the past thirty-five years Federal agencies have been the source of approximately one-half of the total sales of NIB-associated workshops which represent 95% of the productive capacity of all U. S. workshops for the blind. These workshops employ over four thousand five hundred men and women who operate modern automated equipment to turn out over three hundred quality products for government and civilian markets.





## GOVERNMENT MARKETING DIVISION

THE GOVERNMENT MARKETING DIVISION OF NIB EXERCISES STAFF DIRECTION AND CONTROL OVER FIVE AREAS OF OPERATION: *Government Contract Administration — Product Research and Development — Engineering Services — Quality Assurance — Military Resale Program (Administration function at national level only)*

### CONTRACT ADMINISTRATION

- (1) Issued allocations for products valued at \$20,100,000.
- (2) Assisted workshops in resolving numerous problems incident to fulfilling contracts with the Federal Government.
- (3) Conducted liaison visits to procurement agencies of the Federal Government in eight geographical areas.
- (4) Provided workshops with forecasts of estimated quantities of products to be procured by General Services Administration and Defense Supply Agency.

### PRODUCT RESEARCH AND DEVELOPMENT

- (1) 15 new products added to the Government Procurement List:  
Estimated annual sales value — \$2,200,000  
Estimated number of jobs provided for persons who are blind — 120
- (2) 3 services added to the Government Procurement List:  
Estimated annual value — \$46,000  
Estimated number of part-time jobs provided for persons who are blind — 35
- (3) Products evaluated by NIB and now under feasibility study for possible production in workshops for the blind — 72
- (4) Number of products cleared to the workshops for other severely handicapped after evaluation by NIB — 153
- (5) Number of services evaluated by NIB and cleared to the workshops for the other severely handicapped — 30
- (6) Services retained by NIB for further study — 5
- (7) Liaison and technical visits made to 40 workshops to assist in new product identification, development, and production.

### ENGINEERING SERVICES

- (1) \$2,750,000 in additional income to cover increased costs was obtained for the workshops through price increases on 60 Government items.
- (2) 48 price increases averaging 8½ % were processed on Military Resale items.
- (3) Plan was developed and approved by the Committee for Purchase of Products and Services of the Blind and Other Severely Handicapped for an across-the-board price increase on all Government items to cover cost increase due to anticipated new Federal minimum wage.
- (4) Analyzed the costs and determined the price of 27 new items proposed for addition to the Government Procurement List.
- (5) Assisted workshops in determining the costs and feasibility of 4 commercial subcontracts with employment potential of over 70 blind workers.
- (6) Provided assistance and advice to The Committee in developing new pricing criteria.



Blind workers manufacture new Government product, Spectacle Cases, on dielectric sealing machines at Dallas, Texas, workshop.



Assembly and packing of new Government product, Felt Tip Markers.

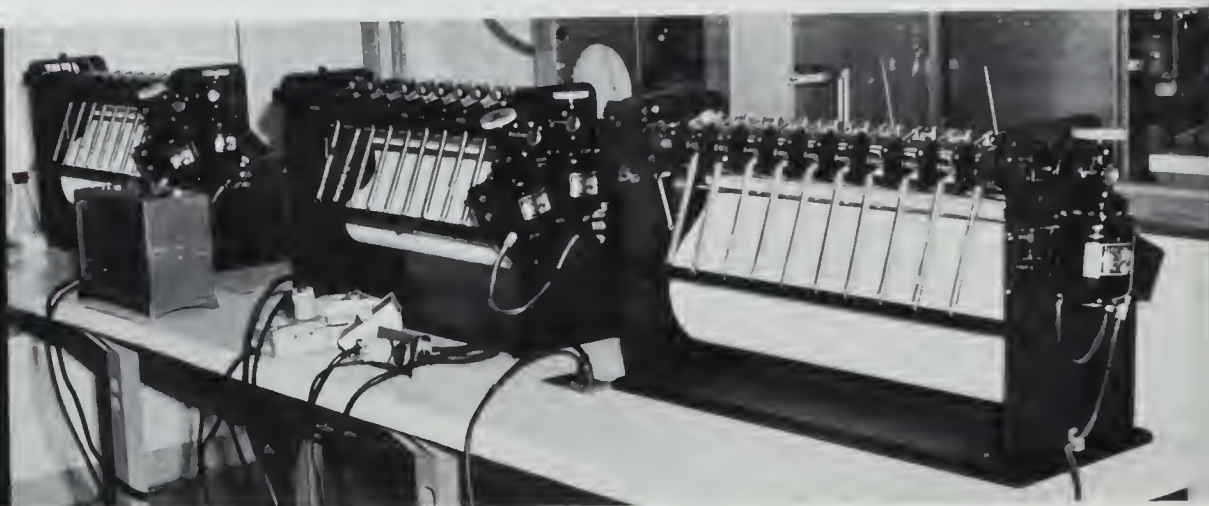
## GOVERNMENT MARKETING DIVISION

### QUALITY ASSURANCE

- (1) Developed or assisted in developing Quality Assurance manuals for 5 workshops.
- (2) Provided technical assistance in resolving quality assurance problems for the following product lines:  
Mop, sponge • Belts • Case, spectacle • Bags, barrack • Covers and Pads, ironing board • Inflight Dining Packets • Traffic Safety Clothing • Pads, paper • Mats, rubber • Folder, file

- (3) Provided special technical assistance to workshops developing the means to comply with the new flammability standards for mattresses and mattress pads.
- (4) Provided Laboratory Testing for Workshops:  
Lot control testing for 51,000,000 ballpoint pen cartridges  
Evaluated components for nearly 4,000,000 mechanical pencils  
Evaluated 89 lots of felt tip markers  
Tested and evaluated components to produce over 10,000,000 ballpoint pen cartridges and refills.

Ballpoint pen write-test machines in NIB's Quality Assurance Laboratory — St. Louis, Missouri.



## CONSUMER SALES DIVISION

### MILITARY RESALE PROGRAM

- (1) Army-Air Force Commissary and Navy Exchange sales volume reached a record high of \$3,949,638 in 1973.
- (2) A product line of 25 items has been designated for presentation to Army and Air Force exchanges. These additional military retail outlets were made available to the Military Resale Program by the recent amendment to the Wagner-O'Day Act.
- (3) The Military Resale Program was strengthened in 1973 by the addition of an experienced Sales Manager, Deacon Millard, former

Sales Manager of Mississippi Industries for the Blind.

- (4) A service program was developed to provide product movement and sales reports for the Military Resale Program.
- (5) The two regional warehouse and distribution centers on the West Coast were reorganized to better serve the resale outlets of the Department of Defense.
- (6) Price increases averaging over 8% on 48 Military Resale items were processed for approval by the Committee for Purchase of Products and Services of the Blind and Other Severely Handicapped.



## FINANCE DIVISION

THE FINANCE DIVISION IS RESPONSIBLE FOR THE FOLLOWING PROGRAMS AND SERVICES: *Foundation Fund Raising — Ballpoint Pen Program — Purchasing and Inventory Control — Sales Ethics and SKILCRAFT Services — Convention Management — Consumer Products and Sales Service — Operation of two West Coast Military Resale Warehouses and Distribution Centers.*

### FUND RAISING TO FINANCE NEW PROGRAMS

This year NIB established a program for approaching private foundations for funds to initiate the following two important projects:

- (1) Workshop personnel training and recruitment program.
- (2) Program to develop additional workshop employment opportunities for multihandicapped blind persons through subcontracts with private industry.

Foundation grants totaling \$73,500 were received during the first year.

### BALLPOINT PEN PROGRAM

In fiscal year 1973, NIB sales of SKILCRAFT ballpoint pens to the U. S. Government reached a new high of \$4,100,000, or 67,000,000 retractable

and nonretractable pens and refills. As the contractor for the pen program, NIB purchased pen components valued at \$2,500,000 for use by the four workshops that subcontract with NIB to produce the Government requirement of ballpoint pens and refills. The two workshops producing retractable pens maintained a production level of 100,000 pens daily and employed 110 blind workers. This is one more project where automation in the workshop has allowed the multihandicapped blind person to reach his production potential.

### PURCHASING DEPARTMENT

NIB's Purchasing Department during fiscal 1973 continued to emphasize services to the workshops. The Purchasing Department has worked closely with 40 workshops, keeping abreast of the ever constant price changes of raw materials, locating new sources of supply, alerting the work-



shops to purchase for inventory in advance of tentative price increases, and has been able to reduce the unit price of some raw materials.

More and more workshops are realizing the importance of quantity buying in order to maintain the best possible price as well as to standardize sources of supply to assure quality products so necessary in meeting Government requirements.

### SALES ETHICS AND SKILCRAFT SERVICES DEPARTMENT

At the request of the workshops associated with NIB, this Department was recreated during 1973 for the purposes of administering the SKILCRAFT trademark and assisting workshops for the blind in the elimination of unethical sales practices.

NIB presently has two franchised sales distributors selling blind-made products under the SKILCRAFT tradename: Mr. Parke Howard, Blind-skills, Inc., in the Chicago area, and Mr. James Kuhn, operating as SKILCRAFT Products of the Blind, in the Buffalo-Rochester area. These SKILCRAFT distributors purchase a full line of blind-made household products from various NIB-associated workshops for distribution through their retail sales programs. Combined volume for this past year exceeded one-half million dollars.



Military Resale warehouse and SKILCRAFT delivery equipment  
Mississippi Industries for the Blind

In the fiscal year ending June 30, Harold Richterman, Director, Rehabilitation Services Division, and his staff made 66 visits to workshops to assist them in improving their role in services to the blind individual.

With the cooperation of The Seeing Eye, Inc., the Division is providing orientation for workshop board members of 71 workshops. The Board Orientation Program represents a significant step toward closer integration of board members with their workshop operations.

Extensive efforts were made to help workshops attain accreditation by the National Accreditation Council or certification by The General Council of Workshops for the Blind.

Progress in the certification-accreditation area is shown by these statistics:

28 accredited workshops associated with NIB  
10 certificated workshops associated with NIB  
30 workshops are working toward certification  
15 workshops are working toward accreditation.

The Director of the Rehabilitation Services Division is a member of the Secretary of Labor's Advisory Committee on Sheltered Workshops. The workshops were kept advised through a bulletin service on matters pertaining to wages and hours and OSHA regulations.

In the coming year, the major thrust of the Division will be to continue to bring closer together state services for the blind programs and the associated workshops. Emphasis will be placed on helping workshops to develop adequate vocational evaluation and prevocational training programs and on continuing orientation of members of boards of directors of the associated workshops.

Financing for programs of NIB's Rehabilitation Services Division remains a constant problem; however, we are continuing our efforts to seek out any source of financial assistance which will enable us to assist the associated workshops to achieve the goals necessary for the successful training and employment of the multihandicapped blind.

## REHABILITATION SERVICES DIVISION



Blind worker receives prevocational evaluation and training in preparation for industrial employment.

## The NIB Rehabilitation Services

Division provides for the coordination of the services available through state and local agencies and those of NIB's associated workshops. It works very closely with the Wage and Hour and Public Contracts Divisions of the U. S. Department of Labor; the Department of Health, Education, and Welfare; the President's Committee on Employment of the Handicapped; and other national organizations. The staff guides local workshop personnel and assists them in achieving accreditation or certification status. A major thrust of the Division is to encourage and assist the associated workshops to develop adequate vocational evaluation and prevocational training programs to make possible the employment of the multihandicapped blind.





## ROYAL MAID, INC.

### DEMONSTRATION WORKSHOP FOR THE BLIND

Converted from a manufacturing plant employing sighted workers, Royal Maid, Inc., now serves as a workshop providing employment for blind persons and as a demonstration and service workshop for the blind.

This well-equipped modernized plant, located at Hazlehurst, Mississippi, is an active participant in many fields of workshop operations:

It is a source of components for other workshops. Last year its sale of metal, plastic, and wood components to 30 NIB-associated workshops totaled over \$1,000,000. Its modern metal stamping department and computerized plating plant are prepared to produce and plate metal parts for local industries in addition to those supplied to the other NIB-associated workshops.

Through a national brokerage program, it centralizes marketing of consumer products made by many of the NIB-associated workshops.

Royal Maid, Inc., as a demonstration workshop, will assist NIB in the on-site training of management and technical personnel for workshops for the blind throughout the nation.

## TWO SALES ORIENTED WORKSHOP-NIB MEETINGS

### BILOXI SPRING SALES MEETING

Various commercial and consumer sales programs of the individual workshops collectively generate a total of thirty million dollars. Many of these sales programs were discussed with emphasis on vital factors so essential to successful sales: sales promotions, new products, quality control, how to use cost analyses, freight costs, inventory control, sales ethics.

A record twenty-nine suppliers to the workshops registered for the meeting, displayed sample materials, and introduced new product components. The enthusiastic supplier participation was decisive in the great success of the meeting.



### WASHINGTON ANNUAL MEETING

Because the Government accounts for approximately one-half of the sixty million dollar total sales of the workshops, it was appropriate that the 1972 October meeting of the workshops be oriented to their largest customer. The Chairman and Executive Director of the Committee for Purchase of Products and Services of the Blind and other Severely Handicapped discussed the amended Wagner-O'Day Act and Committee pricing policy. Representatives of major Government procurement agencies briefed workshop personnel on Government supply requirement forecasts, quality assurance, and contract administration. Speakers from the Department of Labor discussed wages, hours, and industrial safety.

The highlight of the meeting was a special reception at the White House where Mrs. Richard Nixon greeted all attendees of the meeting and presented the Blind Worker of the Year Award to Mrs. Maezell Sullivan.



**JERI ROUGAGNAC  
RECEIVES IRWIN AWARD**

The recipient of the R. B. Irwin Award in 1973 is indeed an outstanding leader in the work for the blind. Mrs. Geraldine R. Rougagnac, Executive Director of the Lighthouse for the Blind of Houston, is recognized by the Board of Directors of National Industries for the Blind for her outstanding accomplishments in building a diversified program to serve the citizens of Houston who are blind. Jeri greatly increased the employment and sales of the Lighthouse through the establishment of a rack sales program and the successful selection of additional new Government products. Perhaps more important was the acknowledgement of her great contribution through the years to numerous national efforts to improve the quality of opportunities for all citizens throughout the country who have been handicapped by blindness.



# 1973

## BLIND WORKER OF THE YEAR

Angelo Castogna of Lighthouse Industries, Long Island City, New York, a branch of The New York Association for the Blind, is NIB's Blind Worker of the Year for 1973 and recipient of the Peter J. Salmon Award.

This title and award are only small indications of the daily accomplishments of thousands of blind and visually impaired industrial workers throughout our great country. Angelo Castogna is but one member of that proud fraternity of men and women who are able to make quality products and earn livings for themselves and their families despite their handicap.

Although Angelo presents an outstanding personal appearance and maintains high production standards, co-workers look up to the diminutive New Yorker for his extraordinary strength of character and unselfishness. "Angelo's hobby is people," is the way one fellow worker summed it up. On the job, Angelo gives generously of his own time helping out his fellow workers. Off the job, Angelo often arranges outings and theatre parties with community groups and regularly acts as a weekend "father" to a group of blind children at a local boarding school.

Working to provide jobs for blind people like Angelo and markets for their products is our very reason for existing here at NIB. We find it an inspiration and incentive to continue our work when we look at Angelo Castogna, our Blind Worker of the Year.



## WORKSHOPS ASSOCIATED WITH NIB

### ALABAMA

CT Talladega  
Industries for the Blind

### ARIZONA

CT Phoenix  
Arizona Industries for the Blind

### ARKANSAS

Little Rock  
Arkansas Lighthouse for the Blind

### CALIFORNIA

Emeryville  
California Industries for the Blind, Inc.  
Los Angeles  
California Industries for the Blind, Inc.  
San Diego  
California Industries for the Blind, Inc.  
San Francisco  
San Francisco Lighthouse for the Blind

### COLORADO

CT Denver  
Division of Rehabilitation/Services for the Blind

### DELAWARE

CT Wilmington  
Delaware Bureau for the Visually Handicapped

### DISTRICT OF COLUMBIA

AC Washington  
Columbia Lighthouse for the Blind

### FLORIDA

Hialeah  
Lighthouse-Goodwill Industries for the Blind, Inc.  
Jacksonville  
Gateway Hope Center, Inc.  
CT West Palm Beach  
Lions Industries for the Blind, Inc.

### GEORGIA

Atlanta  
Georgia Factory for the Blind  
Bainbridge  
Georgia Factory for the Blind  
Griffin  
Georgia Factory for the Blind

### HAWAII

AC Honolulu  
Hawaii Shop for the Adult Blind

### ILLINOIS

AC Chicago  
The Chicago Lighthouse for the Blind

### KANSAS

AC Kansas City  
Kansas Industries for the Blind

### AC Topeka

Kansas Industries for the Blind  
Wichita  
Kansas Foundation for the Blind, Inc.

### KENTUCKY

Louisville  
Kentucky Industries and Rehabilitation Center for the Blind

### LOUISIANA

New Orleans  
The Lighthouse for the Blind

### AC Shreveport

Shreveport Association for the Blind

### MARYLAND

AC Baltimore  
Blind Industries and Services of Maryland  
AC Cumberland  
Western Maryland Training and Work Center

### AC Salisbury

Eastern Shore Training and Work Center

### MASSACHUSETTS

Cambridge  
Workshop for the Blind

### MINNESOTA

Duluth  
Duluth Lighthouse for the Blind  
AC Minneapolis  
The Minneapolis Society for the Blind, Inc.

### MISSISSIPPI

AC Hazlehurst  
Royal Maid, Inc.  
CT Jackson  
Mississippi Industries for the Blind

### MISSOURI

AC Kansas City  
Kansas City Association for the Blind  
St. Louis  
The Lighthouse for the Blind

### NEW JERSEY

Camden  
New Jersey Commission for the Blind

### NEW MEXICO

Albuquerque  
New Mexico Industries for the Blind

### NEW YORK

Albany  
Albany Association of the Blind, Inc.  
AC Binghamton  
Blind Work Association, Inc.  
AC Brooklyn  
IHB Industries/The Industrial Home for the Blind (Atlantic Avenue)

IHB Industries/The Industrial Home for the Blind (Gates Avenue)

Buffalo  
Buffalo Association for the Blind

### AC Hicksville

IHB Industries/The Industrial Home for the Blind

### AC Long Island City

Lighthouse Industries/The New York Association for the Blind

### AC New York

The Jewish Guild for the Blind  
Utica  
Central Association for the Blind, Inc.

### NORTH CAROLINA

Asheville  
Lions Club Industries for the Blind of Western North Carolina, Inc.

Charlotte  
Charlotte Workshop for the Blind

### AC Durham

Lions Club Industries for the Blind, Inc.  
Greensboro  
Industries of the Blind, Inc.

### Raleigh

Raleigh Lions Clinic for the Blind, Inc.  
CT Winston-Salem  
Industries for the Blind

### OHIO

AC Cincinnati  
Cincinnati Association for the Blind

### AC Cleveland

The Cleveland Society for the Blind

### Columbus

The Vision Center

### Youngstown

Youngstown Society for the Blind and Disabled

### OKLAHOMA

Oklahoma City  
Oklahoma League for the Blind

### Portland

Oregon Industries for the Blind

### PENNSYLVANIA

### Chester

Delaware County Branch/Pennsylvania Association for the Blind

### Coatesville

Chester County Association for the Blind

### Philadelphia

Center for the Blind

### AC Pittsburgh

Pittsburgh Blind Association

### PUERTO RICO

Sanjurjo  
Industries for the Blind of Puerto Rico

### SOUTH DAKOTA

AC Sioux Falls  
The South Dakota Sheltered Workshop for the Blind Employment Service

### TENNESSEE

Memphis  
A. P. Mills Industries for the Blind  
Morristown  
Volunteer Blind Industries, Inc.  
Nashville  
Mason Brandon Industries for the Blind

### TEXAS

CT Austin  
Travis Association for the Blind  
Corpus Christi  
South Texas Lighthouse for the Blind  
AC Dallas  
Dallas County Association for the Blind  
El Paso  
El Paso County Association for the Blind  
Fort Worth  
Tarrant County Association for the Blind  
AC Houston  
Lighthouse for the Blind of Houston  
Lubbock  
Southwest Lighthouse for the Blind  
San Angelo  
West Texas Lighthouse for the Blind  
CT San Antonio  
San Antonio Association for the Blind  
CT Waco  
Waco Lighthouse for the Blind

### UTAH

Salt Lake City  
Utah Services for the Visually Handicapped

### VERMONT

Montpelier  
Vermont Workshop for the Blind

### VIRGINIA

AC Charlottesville  
Virginia Industries for the Blind  
AC Richmond  
Virginia Industries for the Blind

### WASHINGTON

AC Seattle  
The Lighthouse for the Blind, Inc.

### WISCONSIN

Milwaukee  
Industries for the Blind  
Wisconsin Workshop for the Blind

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# NATIONAL INDUSTRIES FOR THE BLIND